

# The Times Dispatch INDUSTRIAL SECTION

THE TIMES FOUNDED 1888.  
THE DISPATCH FOUNDED 1880.

WHOLE NUMBER 17,227.

RICHMOND, VA., SUNDAY, JUNE 17, 1906.

PRICE FIVE CENTS.

## DANVILLE HAS BEEN SLANDERED BY MAGAZINE WRITER. IT IS A WIDE AWAKE, PROGRESSIVE AND PROSPEROUS TOWN.

Increase in Business for  
the Decade Refutes  
Magazine Slander.

LET THE FACTS IN  
THE CASE SPEAK OUT

Bank Reports, Postoffice Accounts  
and All Other Figures  
Speak Volumes.

REAL ESTATE VALUES  
AND BUILDING BOOMS

Danville Has Increased in Popu-  
lation, in Business, in Tax  
Valuations, in Diversified  
Interests, and Along  
All Business  
Lines.

(Special from a Staff Correspondent.)  
DANVILLE, VA., June 16.—In the  
June number of McClure's Magazine  
there is an article on Danville, written  
by Ray Stannard Baker, which, to say  
the least of it, is the worst advertise-  
ment of a progressive and up-to-date  
city that ever went into print. The ar-  
ticle is profusely illustrated and abounds  
in pictures of certain tenement tobacco  
factories, together with the ruins of one  
or two that have recently been burned  
down, and with one or two cuts showing  
what the article claims to be a decline  
in the leaf tobacco business, and the  
photographs of two of Danville's leading  
business men, one of whom is shown  
entitled "The Way of a Railroad With a  
Town, or the Story of the Struggle of  
Danville, Va., with the Southern Rail-  
way."

It is avowedly an attack upon the  
Southern Railway because of certain  
freight rate discriminations against Dan-  
ville, and said to be in favor of Lynch-  
burg, Richmond and other markets. Its  
attempt is to show that the Southern  
Railway, by discrimination against Dan-  
ville in the matter of freight rates, has  
killed Danville, and its implied purpose  
is to work an influence on the Congress  
of the United States, now considering the  
matter of putting the making of railway  
rates under the control of the Interstate  
Commerce Commission.

Some Truth; Much Fiction.

The article is founded upon a modicum  
of fact, it is true, and pity 'tis 'tis true.  
But upon this small foundation Mr. Ray  
Stannard Baker writes fifteen pages for  
the "McClure Magazine," which is abso-  
lutely untrue, in that he draws a picture  
of Danville, one of the liveliest and most  
progressive cities in Virginia, or in the  
whole South, that should never have been  
drawn. He makes a picture that is a  
fit companion piece for Goldsmith's "De-  
serted Village"—a picture that in the very  
nature of the case is untrue and, to say  
the least of it, is a very poor advertise-  
ment for Danville and a reflection upon  
the whole State of Virginia.

The waves of prosperity which have  
been lashing the shores of this great  
country for the past ten or more years  
have thrown a large proportion of their  
spray upon Danville, and to-day there  
is not a more progressive, wide-awake,  
up-to-date town on the map. The article,  
when it appeared, was simply startling to  
those who thought they knew better  
things of Danville, and The Times-Dis-  
patch sent me here to investigate from  
the ground up and ascertain the truth or  
falsity of the fifteen-page Jeremiah in  
the June number of "McClure's Maga-  
zine."

A Just Complaint.

As stated above, I find it based upon  
a small amount of truth, but in the main  
false. Danville has justly complained against  
the Southern Railway. She does not en-  
joy what is known as competitive rates,  
and on incoming freights her business  
men have to pay a greater rate than  
either Lynchburg or Richmond, but not

heavier rates than other inland towns  
that are marked on the railway maps as  
non-competitive points. The competitive  
rate is what Danville has been striving  
for, and she has made a vigorous fight  
to secure it. She has spent large sums  
of money, and is now paying interest on  
a large bonded debt incurred for the pur-  
pose of assisting in the building of com-  
petitive railways. She did help to build  
three railways, but in time they were  
bought up by the Richmond and Dan-  
ville Railway, which afterwards became  
the Southern Railway, and now, while  
the railways spread out from Danville  
north, east, south and west, they are  
all owned by the Southern and are oper-  
ated as one system, and Danville no longer  
enjoys the competitive rates that Lynch-  
burg, Richmond, Norfolk and some other  
Virginia towns do enjoy.

Danville first appealed to the railway  
itself for relief and then it went before  
the Interstate Commerce Commission and  
there won its case, but the Southern  
ignored the order of the Interstate Com-  
merce Commission and appealed to the  
United States courts. The courts de-  
cided against Danville, against the com-  
mission and in favor of the railroad, and  
there it would seem that the contest would  
end, but citizens of Danville conceived the  
idea of appealing to Congress and a  
further fight was made when the ques-  
tion of placing rate making under the  
control of the Interstate Commerce Com-  
mission got before Congress.

Danville Hustles.

In the meantime Danville business men,  
who have a most commendable pluck and  
energy, pushed their business in spite  
of the drawbacks, such as are alluded  
to above, and notwithstanding the rate  
discrimination complained of, Danville's  
progress within the last ten years has  
been wonderful, equally as great as that  
of Lynchburg, Richmond, Norfolk, or  
any other town on the map, and yet this  
magazine writer goes to Danville at the  
invitation of some ill-advised Danville  
men and writes a fifteen page article  
abounding in misstatements and false-  
hoods, which is being circulated all over  
the country greatly to Danville's hurt.  
I have nothing to say about Danville's  
fight against the railroad. I am not  
here to defend the railroad. Danville  
has just cause for complaint, but I am  
here to deny that Danville is in a state  
of ruin, and is on the par with Gold-  
smith's "Deserted Village," and within  
the last two days I have gathered a suffi-  
ciency of facts to abundantly disprove  
this statement. Let the facts speak for  
themselves.

Mr. Baker in his magazine articles al-  
ludes to the fact that there has been a  
decrease in the tax valuation of Dan-  
ville real estate within the past fifteen  
years. This is true in one sense, but  
is easily explained. As is well known,  
the laws of Virginia require that there  
shall be a new assessment of real estate  
and all other property for taxation  
once in five years.

The Bowen Assessment.

In 1885, Mr. F. F. Bowen was appointed  
special assessor. Danville had just been  
on a boom, and it is a notorious fact  
that Mr. Bowen was a trifle too opti-  
mistic, and over assessed all Danville  
property. "The Bowen Assessment" was  
a subject of general complaint on the  
part of the citizens, and they appealed to  
the courts for reassessment, but were  
not sustained. There was a hue and  
cry for years against "the Bowen assess-  
ment," and in 1890, when the late Frank  
B. Gravelly was appointed special as-  
sessor, there was universal demand that  
he should cut down the Bowen figures.  
Again in 1895 and again in 1900 and then  
in 1905, Mr. Gravelly was special assessor,  
and in order to equalize the Bowen as-  
sessment, each time Mr. Gravelly re-  
duced the values in certain parts of the  
town, but in 1905, while he continued to  
reduce the valuations on lower Main  
Street, on account of certain local causes,  
he did largely increase valuations in the  
residence portion of the town and in  
some parts of the business section.

Thus it appears by the books that  
values on real estate are really marked  
lower than they were twenty years ago.  
Notwithstanding this the improvements  
put upon the real estate, the numerous  
magnificent tobacco factories and ware-  
houses, the enlargement and improvement  
of the cotton factories and the erection  
of hundreds of splendid modern private  
residences have so increased value that  
the taxes of this good year 1906, paid into  
the treasury of Danville amounted to

(Continued on Fourth Page.)



BUSINESS PART OF MAIN STREET, DANVILLE, VA., LOOKING WEST.

### REAL ESTATE AND BUILDING NEWS

Bad Weather and Absence of an  
Exchange Knocked Business  
in Cocked Hat.

SUBURBS SHOW UP, HOWEVER

Building Operations Are Brisk,  
and Cozy Homes Are Rapid-  
ly Going Up.

Weather conditions for the week just  
passed were such as to almost put the  
real estate business in the hole—that is,  
the real estate business as it is at pre-  
sent conducted in this part of the great  
moral vineyard. With rain nearly every  
day and phenomenally cool weather for  
the leafy month of June, there was but  
little actual business done in the real  
estate line. Some private sales were  
made here and there, but they were  
very private, and the parties to the same,  
including the real estate agents who en-  
gineered them, are as reticent as if they  
were carved out of Egyptian rock to play  
the part of sphinx.

The cool and rainy week, however, has  
been an object lesson that the real estate  
men may well take to heart and study  
with care. It is a shame that such an  
important part of the commercial interest  
of Richmond should be so entirely depend-  
ent upon the whimsicalities of the  
weather.  
Let a rain come, and all the real  
estate men in Richmond are idle, un-  
less they can catch a customer who is  
willing to trade on an unofficial blue  
print.  
It has been rainy and cool all of this  
week, and that is the reason so little

real estate has been sold. But real estate  
ought to keep going, rain or shine, and  
it would, too, if there was some place  
where real estate business could be trans-  
acted indoors. What Richmond wants,  
and wants badly, is a real estate ex-  
change. The wonder is that such live  
and up-to-date business hustlers as are  
the real estate agents of the town have  
not long since established an exchange.

Notwithstanding the bad weather and  
the drawbacks incidental thereto, some  
business has been done in the real estate  
line. There are rumors to the effect that  
some very large deals have been put on  
the edge of maturity, but the agents who  
are engineering these reported deals, are  
as silent and as close-lipped as a clam.

Suburbs Boom Anyhow.

Weather, be it cool or hot or rainy or  
shiny, does not stop the agent who makes  
a specialty of suburban property. They  
hustle all the time. The Highland Park  
Land Company reports several very good  
sales for the past week and prospects  
are lively for future sales. Building is  
still going forward, and all points con-  
sidered, Highland Park is still on the  
wave of progress.

Forest Hill Park lots are selling briskly.  
President James F. Brady, of the Forest  
Hill Park Land Company, reports a rapidly  
increasing interest in this beautiful  
suburb. Forest Hill Park is one of na-  
ture's most attractive playgrounds and  
the sites for homes offered to home-  
seekers have many unique advantages.  
The purest of water, easy access, de-  
lightful surroundings and terms on which  
all can secure a home—What more can  
be asked?

Ginter Park.

Eight lots were sold at Ginter Park  
the past week, and two of the purchasers  
are already having plans drawn for their  
homes. Mr. E. N. Newman, president of  
the Copridge Heater Company, has taken  
the two lots at the northeast corner of  
Rennie and Seminary Avenues; Mr. Bam-  
uel W. Meek has secured the three lots  
at the northwest corner of Rennie and  
Chamberlayne Avenues, and Mr. M. E.  
McCohan, formerly of Pittsburg, of the  
purchasing department of the American  
Locomotive Works, purchased a lot on  
the west side of Chamberlayne Avenue,  
between Maline and Walton Avenues,  
and Mr. Allen M. Yonge, of 104 East  
Franklin Street, has bought the two lots  
on the east side of Chamberlayne Ave-  
nue, fronting the campus of the Union  
Theological Seminary and looking down  
Maline Avenue towards Brook Turn-  
pike and "Laburnum."

Four new residences are now being  
built there, and it is expected that  
ground will be broken for several more  
this week.

New Hand at Bellows.

Mr. Albert Kramer, formerly of Dur-  
ham, N. C., has taken charge of the  
business of the Brookland Park Land  
Company. Brookland Park is known to  
all as one of Richmond's thriving sub-  
urbs. It adjoins Barton Heights and is  
reached by the First Street line.

Mr. Kramer is engaged in the leaf to-  
bacco business in Shoccoe Slip, and has  
his office in the Tobacco Exchange build-  
ing, and will handle both the tobacco busi-  
ness and the Brookland Park property  
from the same office.

Clearing-House Averages.

(By Associated Press.)  
New York, June 16.—The statement of  
the clearing-house banks for this week  
show that the banks hold \$7,703,375 over  
the legal reserve requirements. This is  
a decrease of \$88,076 under last week.  
The statement follows:  
Loans, \$1,090,078,900; increase, \$915,700.  
Deposits, \$1,048,182,100; increase, \$1,046,700.  
Circulation, \$48,488,000; decrease, \$1,000.  
Legal tenders, \$83,761,900; increase, \$1-  
\$45,000.  
Specie, \$188,357,000; decrease, \$1,773,000.  
Reserve, \$295,118,900; decrease, \$178,000.  
Reserve required, \$302,046,925; increase,  
\$23,076.  
Surplus reserve, \$7,703,375; decrease,  
\$88,076.  
United States deposits, \$12,917,125; de-  
crease, \$111,100.

Patents to Virginians.

(Special to The Times-Dispatch.)  
WASHINGTON, D. C., June 16.—  
Messrs. Davis and Davis, Washington  
Patent Attorneys, report the grant this  
week to citizens of this State, of the  
following patents:  
Clayton M. Bohoney and O. N. Casey,  
of Leesburg, put-lock John A. Dornier,  
berger of Roanoke, steam-bollers, and  
Junius R. Wilcox, of Norfolk, load-limit  
mechanism for elevators.

### RICHMOND IN THE GROCERY TRADE

Has No Competitor in  
South, and Takes  
None in North.

FREIGHT RATES  
FAVOR THIS MARKET

Twenty Odd Wholesale Grocery  
Houses in Richmond Do a  
Business, the Dimensions  
of Which Are Simply  
Wonderful to the  
Uninformed.

Richmond has always been a whole-  
sale grocery market. Away back yon-  
der before the Civil War, there were  
houses in this city which sold groceries  
by wholesale to Virginia and North Caro-  
lina retailers. In those days, the business  
was done along very different lines  
from those upon which it is now con-  
ducted, and was confined to the two  
States named. Then the wholesale grocer  
sold pretty much every thing, not ex-  
cepting heavy dry goods, such as sheet-  
ing, goods for the making of clothing  
for the negroes on the farm, etc.

Nowadays the wholesale grocer sells  
only eatables, and not all of them. For  
instance, the bulk of the meat business  
is done by the packing-houses, and the  
sit business is distinctive. Grocers no  
longer sell leather as in the old days,  
but that commodity is sold by the whole-  
sale leather merchants.

In old times the grocer sold nails and  
other hardware, but now that is also a  
distinctive business, and the grocer sells  
only groceries proper, but the twenty-  
odd wholesale grocery houses in Rich-  
mond sell these in such volume that  
they do not miss the other lines.

Richmond merchants no longer sell  
green coffee in sacks as in the old days,  
but they buy immense quantities of green  
coffee, and in their own establishments  
roast the same, put it up in packages  
in various suitable sizes, and in this  
shape more pounds of coffee go out of  
Richmond than ever before known in its  
history. Seven or eight of the wholesale  
grocery houses have coffee roasting  
plants, which they run in connection  
with their other business, and supply  
practically all of the South with roasted  
coffee.

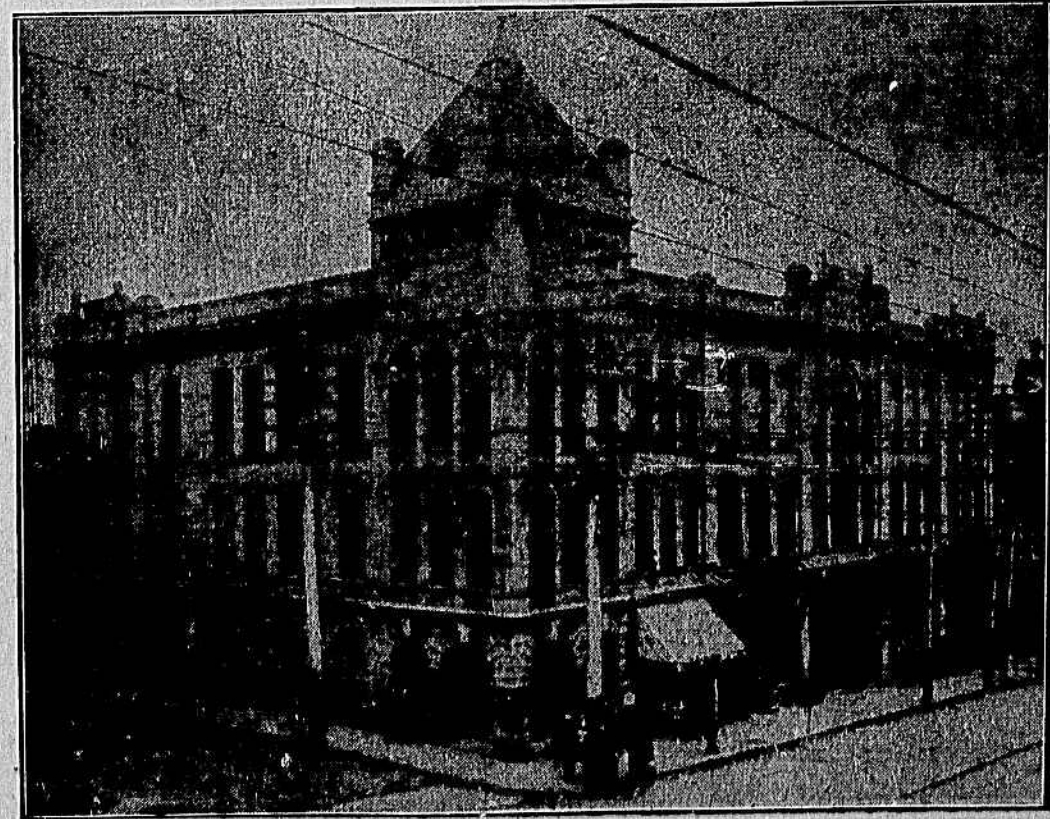
Figures Tell the Tale.

It is not an easy matter to get the  
figures that show Richmond's immense  
wholesale grocery trade, but the books  
of the railway companies tell a tale that  
is simply wonderful and will probably sur-  
prise many of the readers of The Times-  
Dispatch.  
Figures obtained from the shipping  
books of just one of the trunk lines are  
valuable in this connection. The figures  
from these books for the first three  
months of the current year show that the  
wholesale grocers shipped during that  
period 178,000 tons of groceries, an in-  
crease of twenty-five per cent. over the  
same period of two years ago. Multiply  
this total for three months by four, and  
you have a year's shipments on a con-  
servative estimate of 708,000 tons. Add  
to this what is known as "drop ship-  
ments," and also the goods sold to the  
local trade in Richmond and Manchester,  
which do not figure on the railroad books,  
and we have a total business of some-  
thing like a million and a quarter tons  
of groceries that have passed through  
the hands of the wholesale grocers during  
the past year.

"Drop Shipments."

"Drop shipments" are heavy goods  
bought and sold by Richmond jobbers.

(Continued on Fourth Page.)



THE "DUDLEY BLOCK," DANVILLE, VA.

Built as an investment four years ago. Every store and room has a separate



MASONIC TEMPLE, DANVILLE, VA., BUILT FOUR YEARS AGO AT COST OF \$85,000.